

Message Text

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ORIGIN EA-09

INFO OCT-01 ISO-00 SP-02 AID-05 EB-07 NSC-05 CIEP-01

TRSE-00 SS-15 STR-04 OMB-01 CEA-01 FEA-01 COME-00

OPIC-03 H-02 L-03 CIAE-00 INR-07 NSAE-00 FPC-01 INT-05

SAM-01 PM-04 DODE-00 PRS-01 /079 R

DRAFTED BY EA/IMS:WSSHEPARD:LGR

APPROVED BY EA/IMS:EDWARD C. INGRAHAM

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P 152115Z OCT 75

FM SECSTATE WASHDC

TO AMEMBASSY KUALA LUMPUR PRIORITY

C O N F I D E N T I A L STATE 245116

E.O. 11652: GDS

TAGS: EFIN, MY, US

SUBJECT: EXXON-PETRONAS NEGOTIATIONS

REF: STATE 234194.

EXXON IS ARRANGING TO BRIEF US FULLY LATE NEXT WEEK ON STATUS OF THEIR DEALINGS WITH PETRONAS. EMBASSY'S CURRENT READING OF THE SITUATION AS REQUESTED REFTEL, WOULD BE USEFUL BACKGROUND FOR THE MEETING. FYI: EXXON HAS JUST INFORMALLY ADVISED US THAT DURING THEIR AUGUST MEETING IN NEW YORK WITH PETRONAS CHAIRMAN TENGKU RAZALEIGH, THEY INFORMED HIM THAT EXXON'S WORLDWIDE FUNDS FOR DEVELOPMENT WERE FINITE, SUBJECT TO COMPETING DEMANDS AND THAT IN THE ABSENCE OF A COMMERCIALLY ATTRACTIVE OFFER THEY WOULD HAVE NO ALTERNATIVE BUT TO CEASE LOOKING TO MALAYSIA AS AN ATTRACTIVE INVESTMENT SOURCE. EXXON OFFICIAL APPEARED HOPEFUL THAT THIS COLD WATER WOULD HAVE ITS EFFECT AND THAT A MORE ATTRACTIVE OFFER WOULD BE FORTH-
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COMING, BUT NO PREDICTIONS WERE OFFERED. END FYI. INGERSOLL

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Message Attributes

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Decaption Date: 01 JAN 1960
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Disposition Approved on Date:
Disposition Authority: MartinML
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Disposition History: n/a
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